

Message Text

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13-12

ACTION EB-07

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 5724

INFO USMISSION USBERLIN

AMEMBASSY LONDON

AMEMBASSY PARIS

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E.O. 11652: N/A

TAGS: EAIR, WB, UK, FR, US

SUBJ: CIVAIR - BERLIN - LONDON CHARTERS

REF: (A) BONN 568: LONDON 19823

1. PAA BERLIN STATION CHIEF GALLAGHER TOLD US JANUARY 15, THAT PAA WAS ABOUT TO SIGN A CHARTER CONTRACT WITH UNGER REISEDIENST FOR CALENDAR YEAR 1976 WORTH APPROXIMATELY DM 7 MILLION. OF THIS, DM 1.5 MILLION RELATES TO LONDON CHARTERS, WHILE PROPOSED PARIS BUSINESS AMOUNTS TO ANOTHER DM 700,000. TOTAL LONDON AND PARIS CHARTER ACTIVITIES FOR UNGER, THEREFORE, COULD AMOUNT TO ABOUT \$ 846,000 OF REVENUE FOR THE CARRIER. AS FAR AS GALLAGHER KNEW, NO PAA APPLICATIONS FOR BERLIN-ORIGIN CHARTERS WERE PRESENTLY ON FILE IN PARIS, ALTHOUGH HE INTENDED TO INITIATE AN APPLICATION WITH THE UK DEPARTMENT OF TRADE (DOT) FOR NINE ROUND-TRIP CHARTERS TO LONDON FOR THE MONTH OF FEBRUARY.

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2. WITH RESPECT TO PART CHARTER AUTHORITY REFERRED

TO IN REF B, GALLAGHER SAID IT WAS IMPRACTICAL TO OFFER UNGER SPACE ON PAA'S SCHEDULED SERVICES TO LONDON, EVEN IF THE DOT WERE WILLING TO EXTEND THE AUTHORITY. HE GAVE THE MAIN REASON AS THE DILUTION OF REVENUE FROM THE SCHEDULED SERVICES WHICH COULD RESULT. ADDITIONALLY, HE SUSPECTED PAA WOULD RUN INTO SPACE PROBLEMS VERY QUICKLY. GALLAGHER CONCLUDED BY POINTING OUT THAT THE ABOVE FIGURES REFERRED ONLY TO UNGER'S BUSINESS, AND IF GIVEN THE OPPORTUNITY, PAA WOULD SEEK THE AUGMENT ITS LONDON - PARIS CHARTER PROGRAMS BY USING OTHER ORGANIZERS.

. COMMENT: WE WOULD TEND TO VIEW GALLAGHER'S ESTIMATES AS ONLY INDICATIVE SINCE EXPERIENCE HAS SHOWN THAT UNGER DOES NOT USE ALL THE SPACE HE CONTRACTS FOR, LEADING TO THE CANCELLATION OF A GOOD MANY FLIGHTS. GIVEN THE DEMAND DEMONSTRATED THUS FAR ON THE LONDON MARKET, WE WOULD, HOWEVER, THINK PAA COULD DEVELOP ADDITIONAL BUSINESS FROM OTHER SOURCES. MOREOVER, LONDON CHARTERS, GIVEN THE SHORT RANGE INVOLVED CAN BE MORE EASILY AND QUICKLY INTEGRATED INTO PAA'S TOTAL PROGRAM THAN LONGER HAULS TO SOUTHERN EUROPE. THE MARKET COULD THEREFORE BECOME A PARTICULARLY ATTRACTIVE ELEMENT IN PAA'S TOTAL CHARTER EFFORT THIS YEAR WHICH WE UNDERSTAND COULD OCCUPY 25 PERCENT OF THE CARRIERS BERLIN CAPACITY OF 13 AIRCRAFT.

HILLENBRAND

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